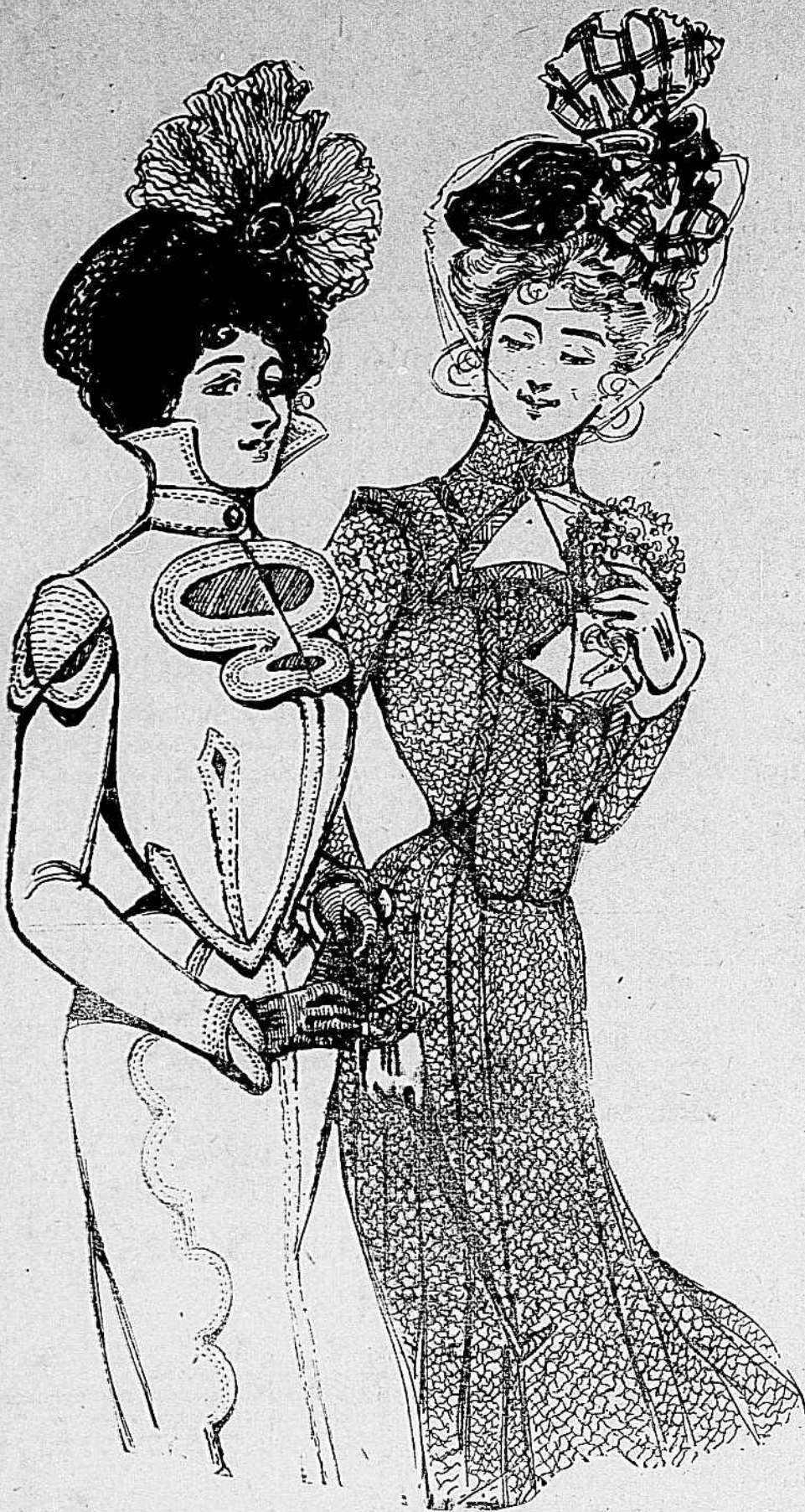


THE NEW WINTER GOODS ARE BRILLIANT AND PRETTY, COMBINING ALL THE NEW SHADES IN WOVEN FIGURES AND IN ODD DESIGNS OF PLAIDS AND STRIPES.



LEADING MODISTES OF PARIS AND NEW YORK UNITE IN DECLARING THAT NEVER WERE THE SEASON'S MATERIALS AS PRETTY AND NEVER AS CAPABLE OF BEING MADE UP INTO ATTRACTIVE DESIGNS.

THE BEATRICE FASHION LETTER

New Modes Designed for the Woman Who Dresses in Black.

WHITE OVER BLACK SATIN.

Ermine Has a Handsome Substitute Which is Much Worn as Linings to Cloaks—Hints for Outside Garments.

Do you know the woman in black? She will stand out in memory's vision, clear-cut, soft, insinuating, attractive and unusual. She wears black, black always, not mourning at all—just black.

Mrs. Frank Leslie was the first woman of note in New York city to dress in black. For years her costumes were written up by the fashion paragraphs and commented upon by literary society. Then somebody discovered that they were variations of black; that the evening dress which was so much admired at a box party had a petticoat of white satin veiled with black accordion plaited tulle, with a dust ruffle of tulle around the foot. The quite wonderful waist shirring was of tulle, gathered over a white silk cord, and the hip trimming was the same. And then the secret was out. She was "the woman in black."

Mrs. William Astor, an older woman but no less elegantly dressed one, wears black and white always, with sometimes a brilliant lining. And the beautiful Mrs. Culver of the West, who dazzles New Yorkers for a month or so in winter is another of fashion's devotees who wears the combination of black and white. It is a good idea, surely, and one well adapted to the woman who desires to dress well on a little.

In a recent article upon living economically in New York and going in society at the same time, Mrs. Russell Sage declares that a great deal can be done with gowns all of a color, not much change, no attempts at anything startling. The turquoise blues, the automobile reds and browns, the greenish-greens, the pastels and the mauves must all be forgotten. If colors are chosen, let them be few; play always upon three tones, and thus you will be able to look always well-dressed yet never too brilliant.

DRESSING CHEAPLY.

In a certain fashionable hotel in New York there live two women who keep up an appearance on a small sum a year. Perhaps the family income is \$5,000, a very small amount for a New York family of fashion. One woman gowns herself in black skirts, and for economy wears a brilliant "separate" waists of tulle. A button green blouse—dust-covered brown—are her latest selections.

The other woman produces equally agreeable results by gowning herself always in three colors, and her gowns are always in red, brown and bright blue. Putting everything in these three shades, she always produces agreeable combinations.

nations; any skirt can be worn with any waist; and any yoke goes well with any belt. That is the value of the "three-color scheme," as artistic modistes call it.

But better than all is the woman in black. She is absolutely irrefragable in black at all times and pretty sure to be elegant.

A morning robe of black tulle, satin faced and agreeable to the eye and hand, yet not costing very much, is admirable.

NOVELTIES IN SKIRTS ARE VERY NUMEROUS AND PRONOUNCED; EACH WEEK SEES SOME NEW STYLE OF CUTTING AND DRAPING.



PLAID AND SATIN-FACED CLOTH COMBINED IN ONE OF THE NEWEST MODES OF THE SEASON.

PEMBERTON, CORDES & MOSBY.

OUR CUT-PRICE CLEANING-UP SALE.

Only three days more before stock-taking time. Much desirable winter merchandise yet remains to be cleaned up before then. The tremendous cut in prices we know will do this quickly. For this week's selling the values will border on the phenomenal. All Richmond is invited to share in this special value-giving event.

Below for special mention.

Cut Prices on Good Dependable Silks.

Every piece just the kind, quality and style you would expect to find here. Their prices, though, are considerably less than you have often paid for goods of far inferior qualities.

\$1 Velvets at 25c.

colors, two shades of Gray and Green, the \$1 quality, at 25c.

\$1.50, \$1.25, \$1 and 85c. Silks, 69c

Brocade Taffetas and Satins, Plain, Striped Taffetas, Black Brocade Silks, and Mous, Velours, all new, tasty and effective patterns and colorings, 69c.

Printed Foulards, Glace Taffetas, The 85c. and \$1 grades, 69c.

One piece 31-inch Black Velour Velvet, was \$2, now 75c.

Trimmings.

White Nets, spangled with Heliotrope and Turquoise; former price, \$5; now \$2.50.

All-Over Spangled Nets, Black—Former prices, \$3.00 to \$5.00, now \$1.25.

Former prices, \$1.25 to \$2.50, now 75c.

Satin Fold (Black), former prices, 16 2-3, 20 and 25c, now 10c.

Hosiery.

Ladies' Extra Quality Silk and Lisle Hose, plain and decorated, light shades only; the \$1 and \$1.25 quality, 35c.

Children's Extra-Fine Gauge Black and Tan Lisle Hose; former price, 50c., now 15c.

Children's Extra Quality Silk and Lisle Hose, 35 and 50c., now 25c.

Children's Extra Quality Black Silk Hose, small size, was \$1, now 35c.

Children's Extra-Heavy Ribbed, Fast Black Hose, 16 2-3c. value, at 12 1/2c.

Art China and Bric-a-Brac.

At cost, to clean up the balance of Xmas stock:

\$10.00 Japon Vases now \$5.

\$10.00 Jap. China Jardinières and Pedestals, \$15.

\$2.50 Jap. China Jardinières and Pedestals, \$17.50.

\$1 Jap. China Umbrella Stands, \$2.75.

\$1.50 Jap. China Vases, 90c.

\$5.00 Jap. China Umbrella Stands, \$5.

\$5 Jap. China Jardinières, \$3.75.

For breakfast and afterward. One can if one is very dainty, wear a white house slipper, for they can do duty in the house for a season without soiling. Let the robe be cut as a Princess, open up the front and slashed to the very neck. Border is around its entire edge with satin-faced cloth. Band the sleeves with the same trimming. Make a yoke of white tulle, with bands of black satin around the throat, and finish yoke and throat with ruffles of chiffon. Give the wrists the same finish.

For the note of color, if you desire one, let there be a petticoat of emerald green satin, covered with ruffles of plain black tulle. This dress is not so extravagant. The taffeta can be purchased very cheaply and the trimming costs almost nothing. As for the petticoat, wear a man will manufacture a satin petticoat for the house from old foundations and left-over ruffles. When done, it will catch and hold the eye and heart of the house man.

NEW MODES.

The ways of skirts are past finding out. A few days ago they were box-plaited; indeed, they are still seen in that fashion. But now you catch them creeping up over the bodice and forming the belt and even the vest.

A beautiful tunic skirt—for this is a chapter in black—was of black mousseline de sole made over the skirt of white taffeta. Around the foot there was a very thick double, though narrow, ruffle of black tulle. The mousseline de sole formed the skirt and vest as the narrowest ruffles edged with white satin "baby" ribbon. The sleeves were very up-to-date in having the coat sleeve of white taffeta trimmed with narrow ruffles of mousseline de sole, each one edged with its baby ribbon; and at the shoulder there was an immense puff of white striped with black satin ribbon.

Visitors to Mrs. Dowey's New-Year reception will not soon forget her string of pearls. Large, evenly matched, creamy white, and suggestive, they set off that wonderful gown of black and white in a most marvellous way. Whole necklaces of real pearls are expensive, but there come mock pearls which answer the purpose well. They are not the manufactured wax pearl beads which can be bought in yard strings for a song.

Three yards make a very good "string"; let the pearls be all of a size or the string will not be a success. Begin by winding it once closely around the throat. The next time around the string should be looser, the third time it should hang nearly to the waist, and the fourth time it should just touch the waistband. This will give you a fine pearl necklace. The dog collars are different. The string is wound closely around the throat, five strands deep. To do this well the different rows must be fastened upon a wide clasp in the back, which holds them in place. The best pearl dog collar in this locality, the one owned by Mrs. Potter Palmer, country is owned by Mrs. Potter Palmer; the best string of pearls is said to belong to Mrs. George Gould, who wears it with the turquoise gowns.

For evening many are the possibilities in black. There are the white toilettes, set off by black velvet around the throat, Arquesques trim the skirt, and there are wonderful possibilities in black flower silk and velvet; and there are stuffed trimmings which is one of the latest fads. Every flower that grows is made in black and appliqued to the gown.

CAPEES.

Do you want a cape, ermine lined? Then listen.

It is a tale of deception and fraud, but a pretty one.

Once upon a time there was a New York woman, just home from Paris, where she had seen many pretty costumes. The opera season had opened and all her set, and those who were not of her set, were brilliant with magnificent gowns, handsomely cloaked with the most exquisite and gorgeous of wraps.

She wanted an opera cloak, not the simple little cloak lined with taffeta and bordered with a band of rough cloth, but a cloak which should be luxurious, splendid, a thing of more than beauty, and a joy to its owner for ever. It would cost \$300. The woman could speak accurately of the amount for she had priced these cloaks. So, what did she do? Did she sit down and repute over the \$300 which she had at her command for such a cloak, or did she resolve to be up and doing? Surely, the latter!

After a consultation with an artistic friend, she purchased enough aluminum colored cloth to make a cape that trailed to the very hem of her gown. It had a satin face and was as soft as the finest cashmere. There was no belt, the design ran

Ladies' Jackets.

7 Light Tan Jackets, last season's most advanced styles, silk-lined, sizes 32, 34 and 36; former prices, \$12.50, \$15 and \$20, now \$2.85.

Ladies' Waists.

Ladies' Black and Colored Flannel Waists, newest shapes and cuts, nicely braided with black braid, sizes 34, 36 and 38; former prices, \$4.50, \$4 and \$3.50; your choice, \$1.95.

Embroidered Taffetas And Mousseline de Soie.

Tinsel Embroidered Taffeta, was \$6.75, now \$1.75.

White Taffeta, handsomely embroidered in black, was \$3.50, now \$2.50.

White and Black Taffetas, embroidered in black and white, was \$3.50 and \$4, now \$1.50 and \$2.50.

White Taffeta, corded and embroidered with chenille dots, was \$3.50, now \$1.50.

Yellow Taffeta, embroidered in black, was \$3.50, now \$2.50.

Tucked Mousseline de Soie, striped with Black Velvet, was \$3.50, now \$1.25.

Black Embroidered Mousseline de Soie, open work; former prices \$4 and \$4.50, now \$2 and \$2.50.

Crinkled and Shirred Valdas, Black and White, were \$1, now 50c.

White Silk Nets, with chenille dots, was \$1.50, now 50c.

Neck Ruches.

1 Black Neck Ruche, was \$1.25, now 75c.

1 White Neck Ruche, was \$3.50, now \$1.50.

1 Pink Silk Point de Esprit, was 50c., now 60c.

Remnants of Black, White and Colored Chiffons at half price.

Tailored Suits.

All just such styles as every prospective suit buyer wants; their prices though are just about half of what you are accustomed to pay for suits of equal quality and merit.

TWO GRAY HOMESPUN SUITS, made Eton style, jacket silk lined, sizes 32 and 36, former price \$18.50, now.....

ONE DARK GRAY HOMESPUN SUIT, made double-breasted Eton, size 35, former price \$15, now.....

TWO NAVY BLUE VENETIAN CLOTH SUITS, jackets nicely lined with cerise taffeta, sizes 38 and 40, former price \$12.50, now.....

ONE BLACK SERGE SUIT, jacket and skirt silk lined, size 36, former price \$18, now.....

TWO BLACK SERGE SUITS, sizes 38 and 40, were \$14, now.....

Two Worthy Bed Linen Specials.

Hemstitched, Round-Thread, Extra-Heavy Quality, All-Linen Sheets, size 24x36, considered a bargain at \$5; our special price, \$4.50 pair.

Hemstitched, Extra-Heavy Weight, All-Linen Pillow-Cases, size 22x36 inches; a \$1.25 value, at \$1 pair.

Separate Skirts At Half Price.

1 Tan Covered Cloth Skirt, was \$5, now \$2.75.

3 Black Mohair Skirts, former prices, \$5, now \$2.75.

3 Black Serge Skirts, trimmed with black braid; former price, \$5, now \$1.

3 Black Serge Skirts, braided, were \$5, now \$3.

1 Navy Blue Serge Skirt, was \$6.50, now \$3.25.

2 Navy Blue Serge Skirts, were \$5.50, now \$2.50.

2 Black Satin Duchess Skirts, were \$9, now \$5.

1 Black Brocade Silk Skirt, lined with purple and black changeable taffeta; former price, \$15, now \$7.50.

Two Very Worthy Damask Values.

68-inch Extra-Heavy, All-Linen Damask, full bleached, a regular 70c. value; special at 50c.

72-inch Extra-Heavy, Flemish-Bleached, All-Linen Damask, a most satisfactory wearer; the regular \$1 quality, 55c.

Tray Cloths.

20x27 All-Linen Tray-Cloths, fringed, open-work corners, a regular 25c. value, 15c.

20x27 All-Linen Damask, fine and heavy, 25c. value, 25c.

Men's Furnishings.

Some Extra Values.

Gentlemen's Extra-Quality Linen Collars, Cooon brand in all the newest shapes; the grade that sells everywhere for 20c.; our special price, 12 1/2c.

Neckwear.

All the balance of Tecks, Imperials, Vests and English Squares; former prices, 50, 75 and 90c.; special clearing-up price, 25c.

Men's Outing Night Shirts, nicely made, full width and length, sizes 14, 17 and 18 only; the 50c. ones, at 28c.

Men's Night Shirts, made of extra quality of cotton, nicely-trimmed, all sizes; actual value, 75c.; special, 50c.

Rugs and Druggets.

All-Wool Carpet Fillings; colors, Blue, Green, Sage, Old Rose and fancy mixtures; the 65c. quality, 55c.

Jute Rugs, new and pleasing patterns, size 5x9 feet, were \$5, now \$3.

Japanese Jute Rugs, size 3x5 feet, were \$1.50 and \$2, now \$1.

Tyotan.

Entirely new, every yard guaranteed to give entire satisfaction; entirely new patterns; we are Richmond agents, 37 1/2c.

Inlaid Linoleums, best grade, special value, \$1.50 square yard.

Mattings.

Remnants of Mattings, all lengths, the 20, 25 and 30c. grades—10c. yard.

Oriental Rugs.

\$5.00 Rugs now \$3.75.

\$10.00 Rugs now \$8.00.

\$12.50 Rugs now \$9.75.

\$15.00 Rugs now \$12.00.

\$20.00 Rugs now \$15.00.

\$25.00 Rugs now \$20.00.

\$30.00 Rugs now \$25.00.

\$40.00 Rugs now \$30.00.

Oriental Rugs—Carpet Sizes.

3x4-yard Carpet-Size Persian Rug, copper colored ground, was \$30, now \$15.

2x4-yard Carpet-Size Persian Rug, dark ground, was \$25, now \$8.

Boys' Shirts Waists.

Star and Mother's Friend brand, laundered and Unlaundered, For sale and White Cambric; unmatched values, 60c., 75c. and \$1.

GARDNER DEAD.

His Remains Will be Held at City Hospital for Relatives.

Charles W. Gardner, the chief marketman, who was assaulted while asleep in his cart in Harlow's wagon yard, at Brook avenue and Marshall street, on the night of the 16th, died at the City Hospital last night at 10 o'clock.

His body will be held a reasonable length of time for his relatives or friends. If no one claims it the body will be buried by the city.

The assailants of Gardner have not yet been located.

The death of the distinguished Italian painter Alberto Pasini is announced as having occurred at Turin, where he had lived of late years. He resided long in Paris, and his brilliant paintings of Oriental architecture, figures, and sunlight have often commanded admiration in the Salon.

CHURCH NOTICES.

FIRST BAPTIST CHURCH.—Worship at 11 A. M. and 8 P. M. In the morning the pastor, Dr. COOPER, will preach on "The Baptist Principle." Bible school at 9:30 A. M. Union at 8:30 P. M. A cordial welcome for all.

MONROE BAPTIST CHURCH (MONROE Hall, Main street between Pine and Belvidere). Rev. A. A. HALE, pastor. Preaching at 11 A. M. Sunday school at 9:15 A. M.

CENTENARY METHODIST EPISCOPAL church, South (Graco street between Fourth and Fifth). Rev. SAMUEL A. STEEL, D. D., pastor.—Preaching at 11 A. M. and 9 P. M. by the pastor.

THE MONUMENTAL CHURCH (Protestant Episcopal). Broad street below Twelfth. Rev. WILLIAM ALEXANDER, pastor.—Services will be held in the church Sunday morning at 11 o'clock and afternoon at 4 o'clock. Holy Communion the first Sunday in the month at 11 o'clock A. M.; the third Sunday at 7:30 A. M.

ST. PAUL'S CHURCH (EPISCOPAL).—Divine services at 11 A. M. and 8 P. M., conducted by Rev. HENRY EMERSON HOVEY, rector of St. John's church, Portsmouth, N. H.

FIRST PRESBYTERIAN CHURCH (Grace and Madison). Rev. ROBERT P. KERR, D. D., pastor.—11 A. M. and 8 P. M.

SECOND PRESBYTERIAN CHURCH.—Rev. W. W. MOORE, D. D., at 11 A. M. and at 4 P. M.

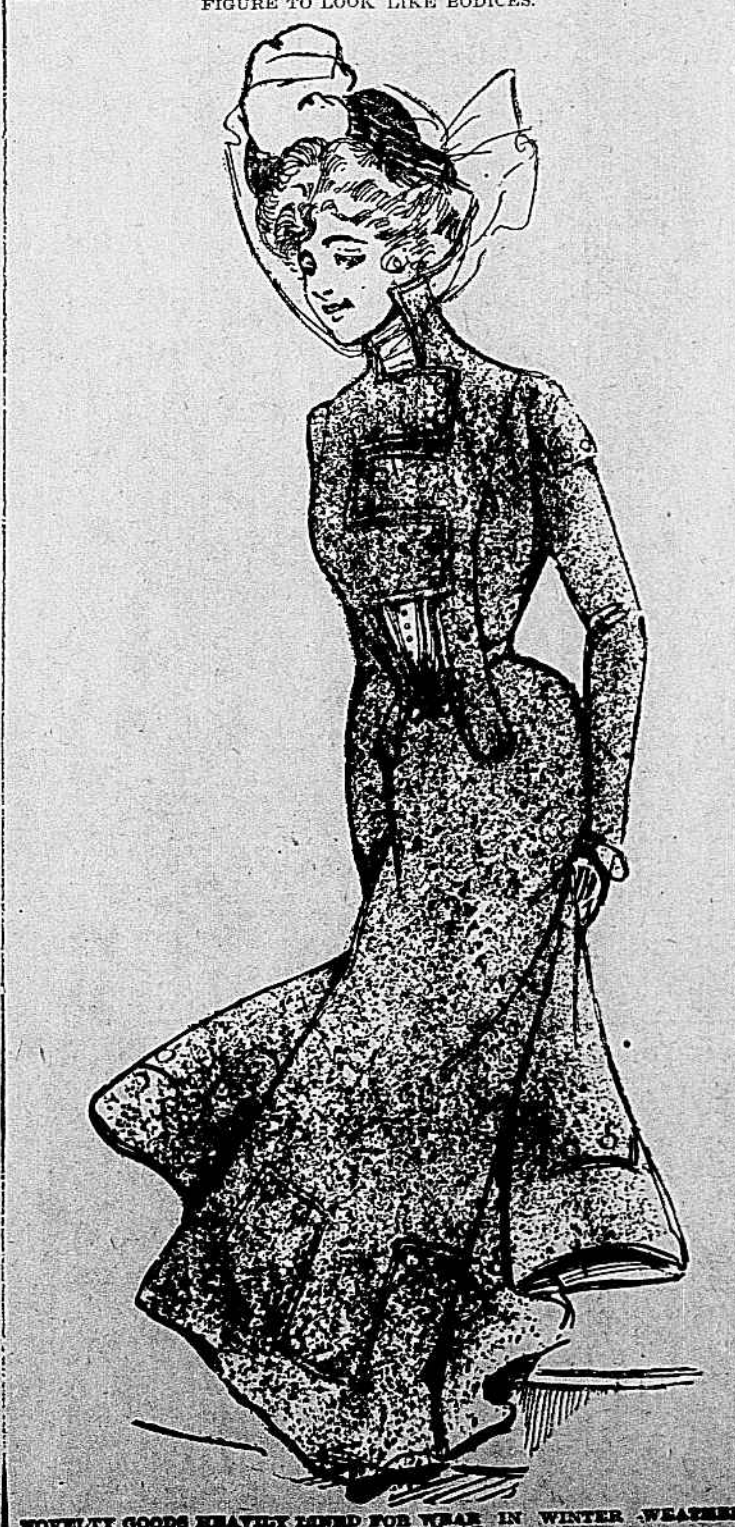
CHURCH OF THE COVENANT (Presbyterian). Park avenue and Harrison street. Rev. J. CALVIN STEWART, pastor.—Preaching at 11 A. M. and 8 P. M. by the pastor. Midweek service Wednesday evening at 8 o'clock. Holy Communion the first Sunday in the month at 11 o'clock A. M. Seats all free and a cordial welcome to all services. Sabbath

THIRD PRESBYTERIAN CHURCH (corner 7th and 8th and Broad streets). Rev. W. H. DODGE, D. D., of Jacksonville, Fla., will preach at 11 A. M. and 8 P. M.

SEVENTH-STREET CHRISTIAN church (corner of Seventh and Grace streets).—Preaching Sunday at 11 A. M. and 8 P. M. by the pastor, Rev. E. R. E. MORGAN. Morning subject, "How a Man of God Was Sustained in His Troubles." Evening subject, "How to Study the Bible." Seats free and a cordial welcome. Christian Endeavor Society meets at 7:15 P. M.

SOLDIERS' HOME CHAPEL.—Services Sunday, January 28th as follows: At 11 A. M. Dr. Jno. Wm. Jones will preach; at 4 o'clock, Dr. G. B. Strickler, president of the Theological Seminary, will preach; and for the 8 o'clock evening service, the Union Theological Seminary will supply the minister. There will be appropriate music at each of the services, but at the 4 o'clock service a delegation from the singing class of the Union Theological Seminary will assist in the music.

DOUBLE-BREADED JACKETS ARE THICKLY LINED AND FITTED TO THE FIGURE TO LOOK LIKE BODICES.



NOVELTY GOODS HEAVILY LINED FOR WEAR IN WINTER WEATHER WITHOUT A CAPE.